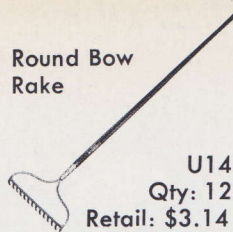




Brume Rake

BR22
Qty: 12
Retail: \$1.62



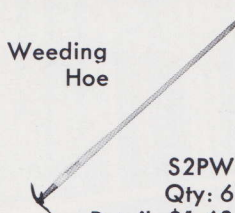
Round Bow Rake

U14
Qty: 12
Retail: \$3.14



Brume Rake

UB21
Qty: 12
Retail: \$1.07



Weeding Hoe

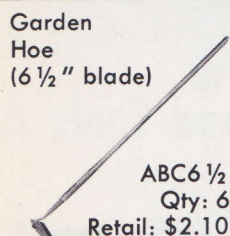
S2PW
Qty: 6
Retail: \$1.68

114 tools
\$91²⁴ profit

Floor merchandiser N/C

\$1⁰⁷ TO
\$4⁵⁰ RETAIL

(Slightly more in Zone 2 Western States)



Garden Hoe
(6 1/2" blade)

ABC6 1/2
Qty: 6
Retail: \$2.10



F&G Hoe
(6 1/2" blade)

UF6 1/2
Qty: 6
Retail: \$2.58



4 Tine Weeder

UW4
Qty: 6
Retail: \$2.64



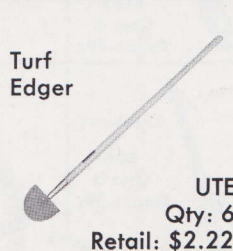
Rotary Edger and Trimmer

GE5
Qty: 6
Retail: \$4.50



Dandelion Weeder
DW36
Qty: 6
\$1.29

Grass Trimmer
GSGT
Qty: 6
Retail: \$1.98



Turf Edger

UTE
Qty: 6
Retail: \$2.22



Spading Fork

U40S
Qty: 6
Retail: \$3.72



Long Handle Floral Spade

DF6
Qty: 6
Retail: \$3.92



Long Handle Floral Shovel

DF
Qty: 6
Retail: \$3.56



Long Handle Rd. Point Shovel

O5U2
Qty: 12
Retail: \$3.27



NOW YOU CAN BE COMPETITIVE AT A PROFIT.

Averaged retail on 114 garden tools (good grade for home use) is \$2.55. High is \$4.50. No one but NO ONE can top you with pricing like this! You are competitive. You get volume and turn-over at a profit.

CHROME PLATED FLOOR MERCHANDISER SELLS

like nothing you have ever known before. Makes garden tools sparkle like jewelry. Junk your old painted sheet metal stand. This comes free with Wood's 115PR garden tools assortment.

ORDER FROM FACTORY. Wood's 115PR garden tools assortment (114 tools as shown at left) costs \$199.10. Total retail: \$290.34. Profit: \$91.24. Shipped direct to your door, freight paid. Billed through your regular hardware wholesaler. Tell us how many you want, and the wholesaler you want to invoice you.

OVER

Also available... Same Assortment, Better Grade!

For trade that wants the best, order assortment TBP115—same selection of tools, same quantities as 115PR assortment, but mostly better grade. And higher priced. Even so, we included a few inexpensive traffic items—a \$1.07 brume rake, a \$1.29 stand-up dandelion weeder, a \$1.98 grass trimmer—because everyone loves a bargain.

DIRECT FACTORY ORDER

To: WOOD SHOVEL & TOOL CO.
PIQUA, OHIO

Ship direct, freight paid:

| Quantity | Description | Price | |
|----------|---|----------|----------|
| | | Zone 1 | Zone 2 |
| _____ | 115PR assortment of 114 tools and chrome plated floor merchandiser @ | \$199.10 | \$205.79 |
| _____ | TBP115 assortment of 114 tools and chrome plated floor merchandiser @ | \$245.75 | \$252.83 |
| _____ | RA asst. of 36 small hand tools and enameled steel counter stand @ | \$ 19.08 | \$ 19.08 |

- ☐ Include weather proof TRU BLU Garden Center Banner on strong muslin N/C N/C
- ☐ Include ad mats N/C N/C

INVOICE THROUGH HARDWARE WHOLESALE STATED BELOW

Wholesaler's name _____

Address _____

SHIP STOCK FREIGHT PAID, DIRECTLY TO

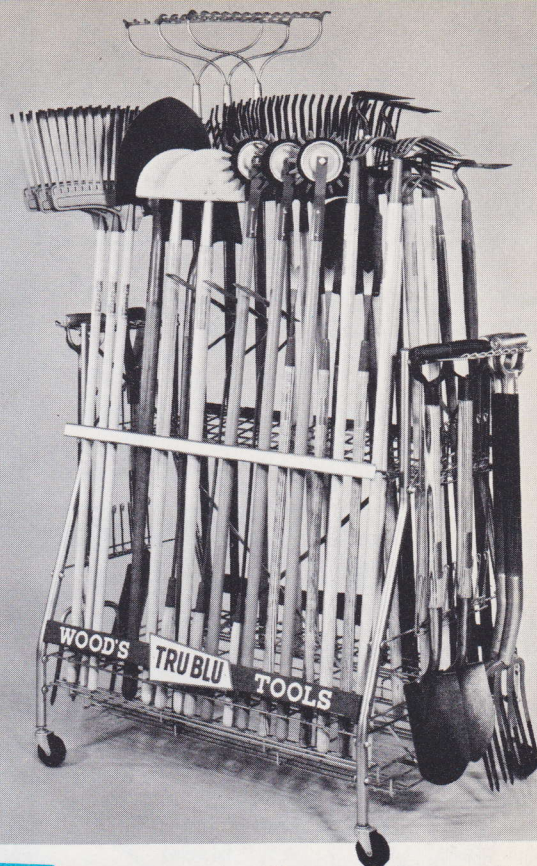
Store Name _____

Street & No. _____

City & State _____

Ordered by _____ (signature) (title)

ZONE 2 Prices apply to Montana, Wyoming, Colorado, New Mexico, El Paso, Texas, and all states to the West thereof.











TRU BLU
TOOLS BY WOOD

RA Small Hand Tools Asst.

79¢

sellers at 50% profit.

36 brilliantly finished small hand tools. Cost \$19.08. Sell \$28.44 at .79¢ each. Enameled steel counter display FREE. Shipped direct, freight paid. Billed through your jobber. Order several assortments for your hottest store promotions.

| | | | |
|--|---|---|---|
|  Regular Trowel RT2 Qty: 8 Retail: 79¢ |  Trans- planting Trowel RTT3 Qty: 6 Retail: 79¢ |  Spading Fork RSF4 Qty: 6 Retail: 79¢ |  Cultivator Hoe RCH5 Qty: 3 Retail: 79¢ |
|  Hand Rake RR7 Qty: 3 Retail: 79¢ |  Cultivator RC8 Qty: 3 Retail: 79¢ |  Weeding Hoe RWH6 Qty: 3 Retail: 79¢ |  Weeder RDW9 Qty: 4 Retail: 79¢ |

